

Abdi İbrahim



ABDIİBRAHİM

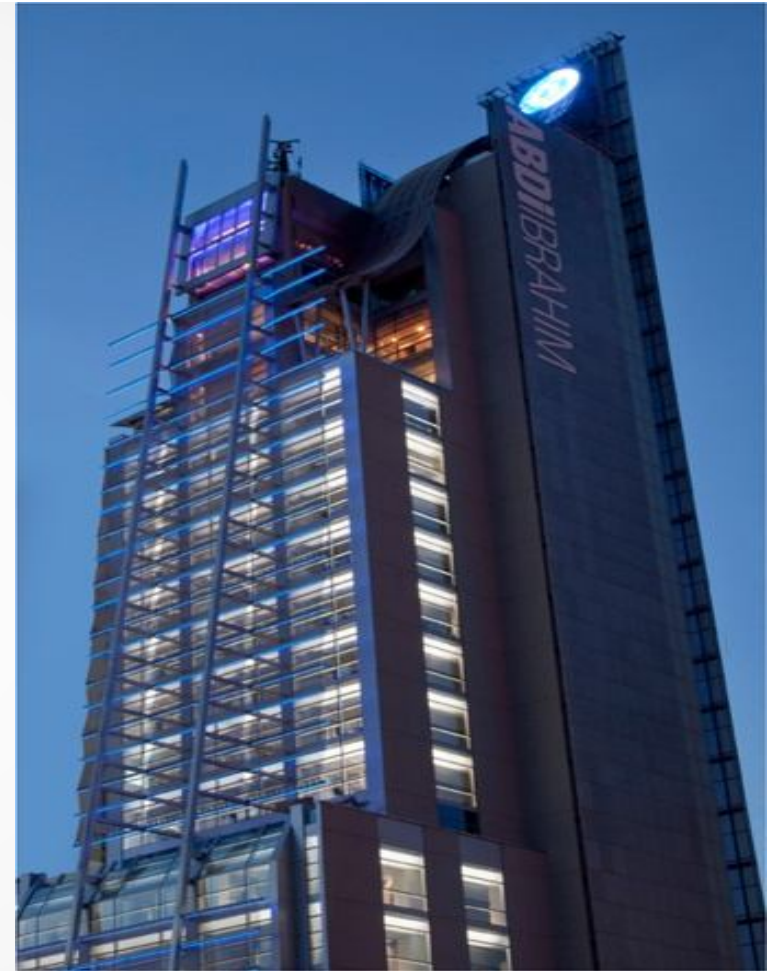
International
Markets

Company Profile*

Today's Abdi Ibrahim

Shareholders	The Barut and Esirtgen Families
Abdi Ibrahim Tower	Istanbul, Turkey
Production and R&D	Esenyurt, Istanbul
Turnover	480 Million USD
Production Capacity	350 Million Units
Product Range	56% Original Pharmaceuticals 44% Generic Pharmaceuticals
Licensors	~ 30 International Companies
Employees	~ 3.000

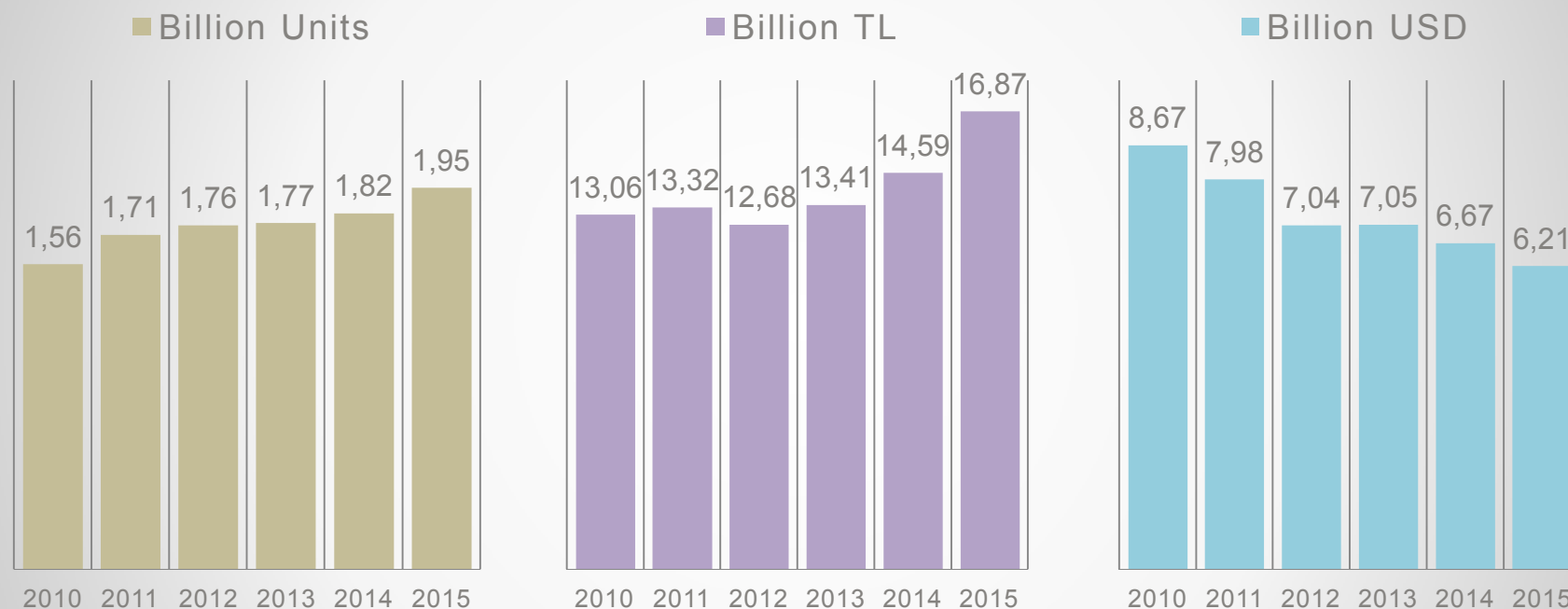
* As of December 2015



Industry Leader in Turkey since 2001



Turkish Pharmaceutical Market Development

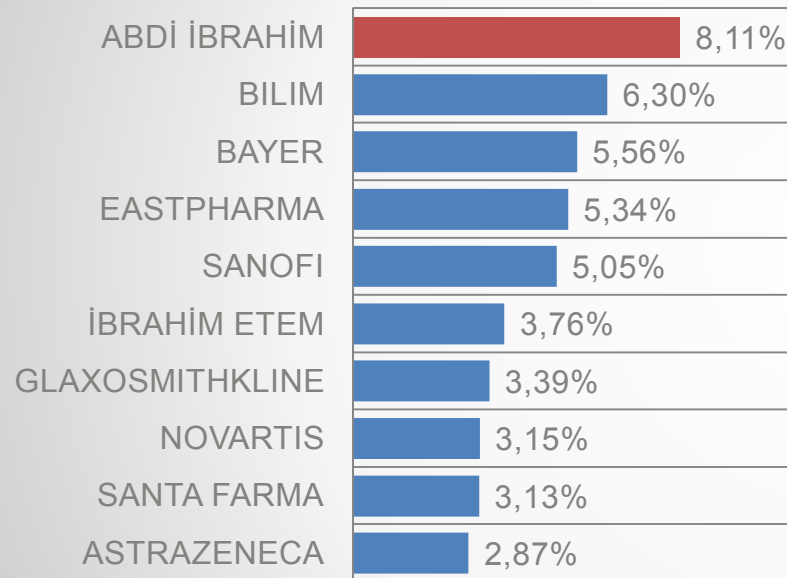


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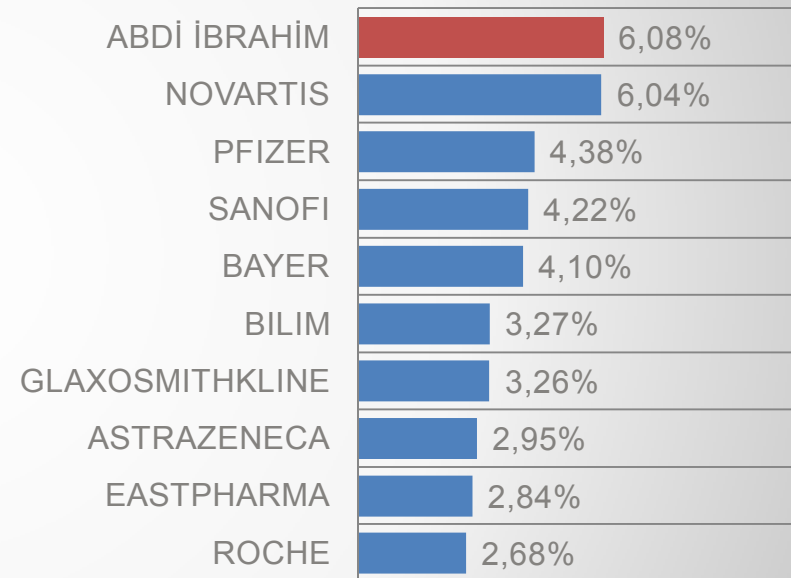
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Abdi İbrahim Market Share in Turkey

Market Share – Units (2015)



Market Share - \$ Turnover (2015)



Ref: IMS



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INTERNATIONAL MARKETS AT A GLANCE



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Abdi İbrahim is strategically present in 6 countries



Production Facilities



Algeria (under construction)

Production Capacity	12 million boxes
Total Closed Area	6.000 sqm
Production Area	5.500 sqm
Employees	> 80
Pharmaceutical Forms	Solid and liquid



Kazakhstan

Production Capacity	8 million boxes
Total Closed Area	11.600 sqm
Production Area	7.000 sqm
Employees	> 70
Pharmaceutical Forms	Solid dosages



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Abdi İbrahim in the World*

Abdi İbrahim Affiliates (Own companies, factories, sales forces)

Algeria	Azerbaijan	Albania
Kazakhstan	Georgia	Iraq

Other Countries (Operation through distributor, products sold with Abdi İbrahim Brands)

GCC	UK	Germany	Afganistan
Jordan	Netherlands	Czech Republic	Portugal
Libya	Bosnia	Turkmenistan	Yemen
Kosova			

Out-licensing Countries (products developed at Abdi İbrahim but sold with customer brands)

EU Countries	Canada	Lebanon	S.Korea
Russia	Tunisia	Belarusia	Colombia
Ukraine	Morocco	S.Africa	

Turnover: *63 million USD

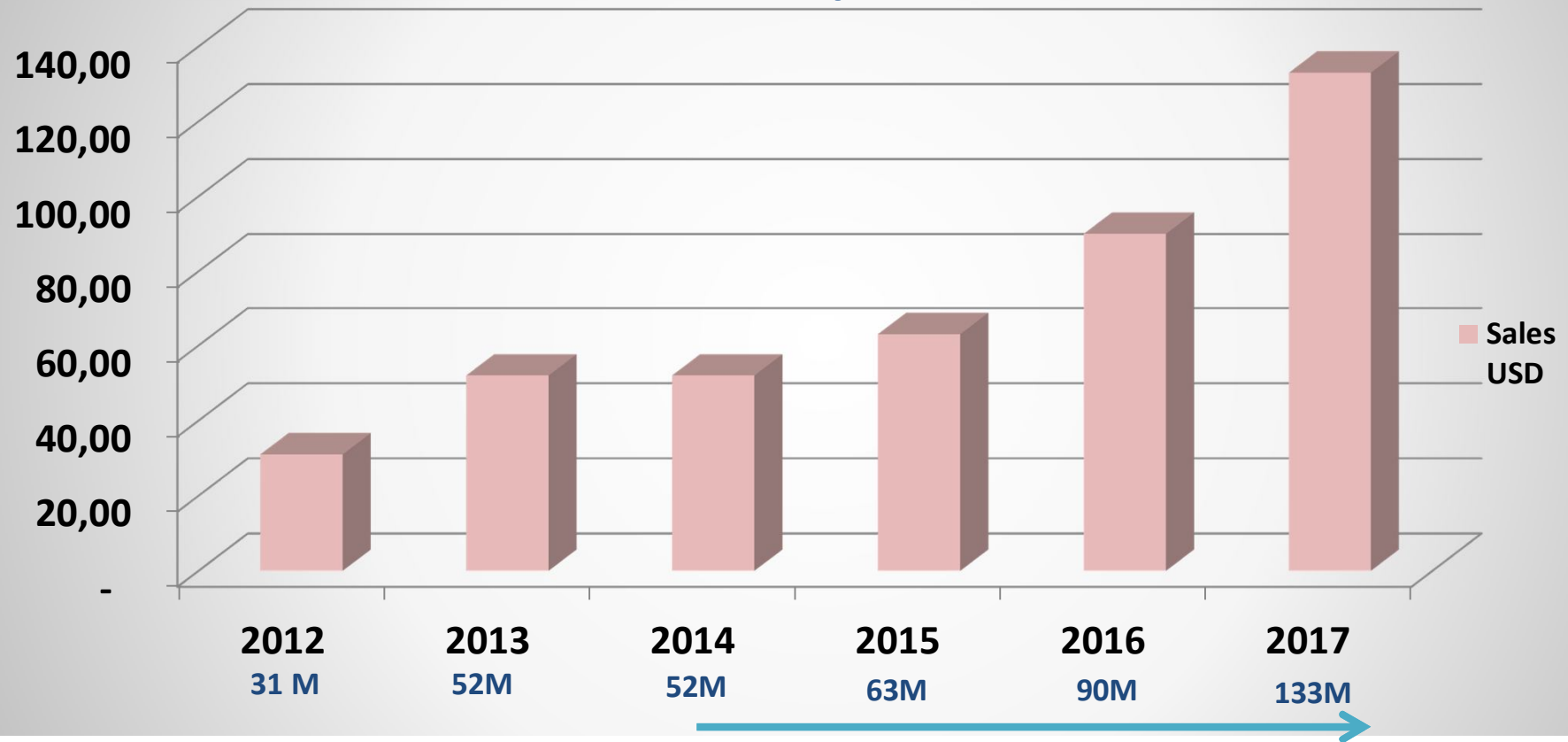
** ≈ 2015 annual gross turnover*



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International Markets Gross USD Sales Development

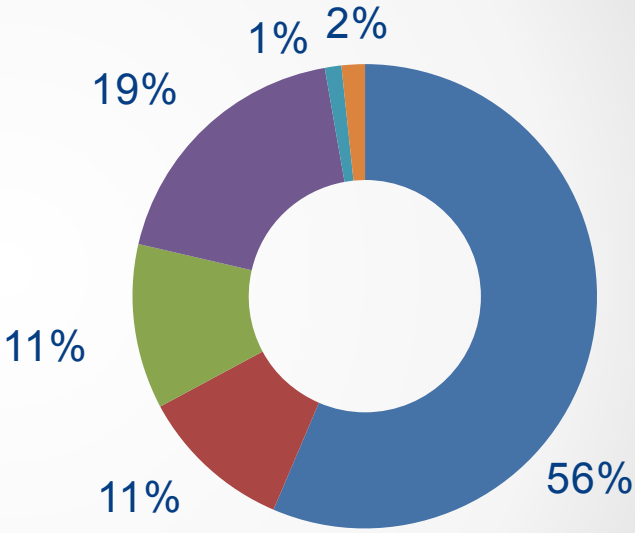


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The Worldwide availability of Abdi Ibrahim Registered Products *

- CIS
- BALKANS
- MENA & Sub-Saharan Africa
- EU
- CANADA
- FAR EAST



*number of MAs



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R&D, Manufacturing & Licensing
(Capabilities)



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R&D Excellence



The first and the largest accredited R&D center in Turkish Pharma Industry

5% of turnover allocated to R&D activities

Advantageous location for “Day1” launches in EU

Experience in conducting co-development projects with several European companies and worldwide experience in registration

WHO’s GMP standards are used in studies conducted with state of the art equipments

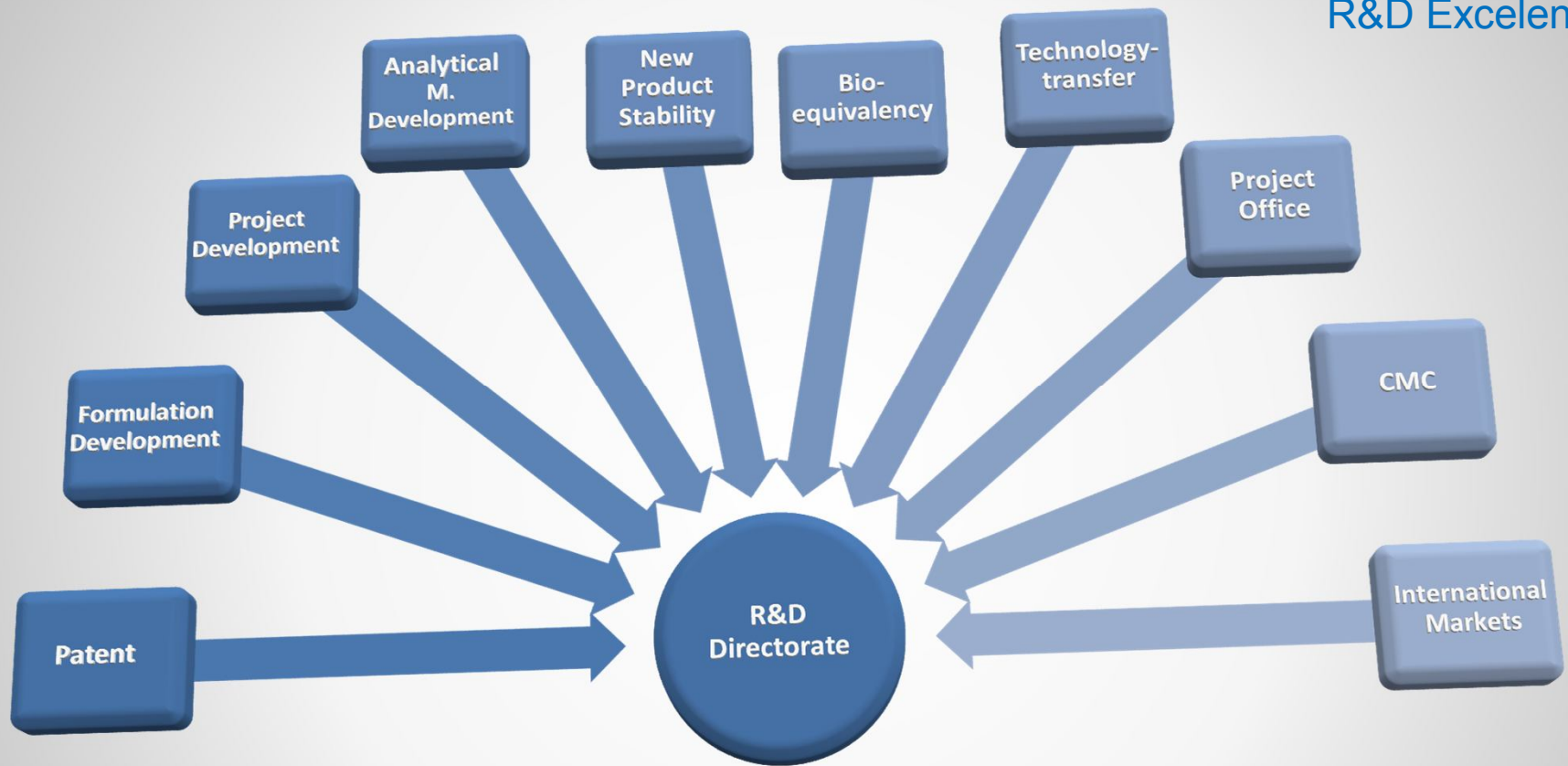
Innovative approaches to design formulations and manufacturing processes (industry leader in patent applications)



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R&D Excellence



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R&D Excellence



ABDI'S CORE PLATFORM TECHNOLOGIES

OTC PRODUCTS

PRESCRIPTION PRODUCTS

DERMAL

CREAMS , GELS,
POMADES,
OINTMENTS, NAIL
LACQUERS,
SUPPOSITORIES



EFFERVESCENT TECHNOLOGY

EFFERVESCENT
TABLETS,
SACHETS



EMULSION TECHNOLOGY

HOMOGENISATION
TO MAKE
EMULSIONS USING
HIGH PRESSURE
HOMOGENIZERS



INHALATION TECHNOLOGY

DPI
FORMULATIONS
FOR DELIVERING
DRUG TO LUNGS



MODIFIED RELEASE DOSAGE FORMS

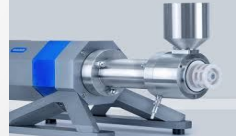
DELAYED RELEASE
EXTENDED RELEASE

SUSTAINED
RELEASE



NANO TECHNOLOGY

NANONIZATION
OF DRUG TO
MEET QTPP



PARENTERAL

DELIVERY FOR
VARIOUS
CLASSES OF
DRUGS



EXPERTISE IN DEVELOPING SINGLE AND MULTIPLE DRUGS IN A DOSAGE FORM AS WELL AS FIXED DOSE COMBINATIONS



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Manufacturing Excellence



Experience in manufacturing of nearly 200 molecules in solid, semi-solid, liquid galenic forms

Annual capacity of 350 million packs in Turkey

BfarM, Danish Medicine Agency, GCC, Canada, Ukraine, MCC, Infarmed, Korea and several other authority and customer audits and approvals

Experience in manufacturing with deadlines and making “Day 1 launches” for off-patent products

Supply to 50 countries including several EU states with several SKUs



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Manufacturing Excellence



Compliance with special authority needs in terms of packaging (Bollino, 2d barcoding, vignette etc.)

Support in providing stability studies in different climatic zones

Production possibilities such as multilayer tablets , sachets & efervescants

Flexibility in lead times

The largest and brand-new technologic center in Turkish Pharma Industry (35M USD invested)

Current manufacturing capability in Kazakhstan & Turkey & Algeria
Soon biotech manufacturing option in Turkey



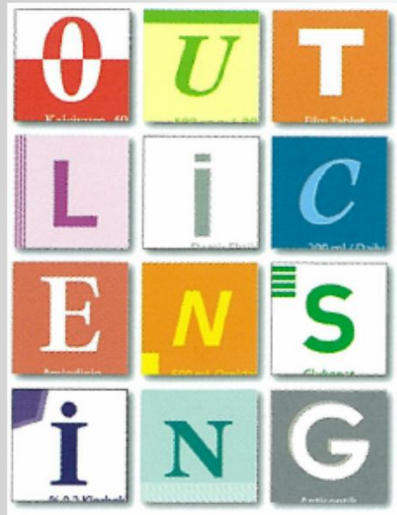
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Licensing Excellence



Direct out-licensing deals with multinational companies like Mylan, Stada, Sanofi, Aspen and deals with local leaders like Pharmaline, Teriak, Bottu, Propharma & Delta Medical, Camox, Tchaikapharma, Dr.Max Pharma, Orifarm, Banaja, Mint & Riva

Runed several DCPs for EU & Canada , product under registration in GCC

Decades of experience in working with licensors & possible synergies

Out-licensing department with dedicated key account managers



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